

CLAIMS

We claim:

1           1. A method for materialization forecasting with respect to group reservations  
2           made by a group coordinator for the potential purchase of perishable commodities,  
3           comprising the steps of:  
4           gathering past reservation information relating to past group reservations for  
5           perishable commodities that have already perished;  
6           gathering current reservation information relating to a current group reservation  
7           for perishable commodities that have not yet perished;  
8           comparing said past reservation information and said current reservation  
9           information;  
10          calculating the materialization level of said current group reservation based on  
11          said comparison; and  
12          outputting a materialization forecast result for said current group reservation  
13          based on said calculated materialization level.

1           2. The method as set forth in claim 1, wherein said past reservation information  
2           includes historical commodity details regarding said past reservations.

1           3. The method as set forth in claim 2, wherein said past reservation information  
2 further includes Point-of-Sale (POS) information pertaining to said past reservations.

1           4. The method as set forth in claim 3, wherein said past reservation information  
2 further includes materialization information regarding said past reservations.

1           5. The method as set forth in claim 4, wherein said past reservation information  
2 includes demographic information about group coordinators who made said past group  
3 reservations.

1           6. The method as set forth in claim 5, wherein said demographic information  
2 includes one or more of the following pertaining to said group coordinators who made  
3 said past group reservations: age, sex, national origin, citizenship, country of  
4 residence, occupation, employer, annual income, education.

1           7. The method as set forth in claim 6, wherein said current group reservation  
2 information further includes commodity details regarding said current group  
3 reservation.

1           8. The method as set forth in claim 7, wherein said current group reservation  
2 information further includes POS information pertaining to said current reservations.

1           9. The method as set forth in claim 8, wherein said current reservation  
2 information includes demographic information about a group coordinator making said  
3 current reservation.

1           10. The method as set forth in claim 9, wherein said demographic information  
2 includes one or more of the following pertaining to said group coordinator making said  
3 current group reservation: age, sex, national origin, citizenship, country of residence,  
4 occupation, employer, annual income, education.

1           11. The method as set forth in claim 10, wherein said perishable commodity  
2 comprises airline seats, and wherein said historical commodity details include  
3 information related to one or more of the following with respect to said airline seats:  
4 carrier name, flight origin, flight destination, booking class, flight distance, departure  
5 time, connection time, arrival time, departure date, arrival date, flight duration,  
6 number of distinct legs comprising a complete one-way itinerary, aircraft type, aircraft  
7 capacity.

1           12. The method as set forth in claim 11, wherein said POS information includes  
2 one or more of the following: POS type, POS country, booking carrier, booking  
3 recency, change recency, fare code, number of passengers in said past group  
4 reservations, length of stay associated with the reservation, time between booking date  
5 and flight date, payment status.

1           13. The method as set forth in claim 12, wherein said commodity details  
2 regarding said current group reservation include information related to one or more of  
3 the following: carrier name, flight origin, flight destination, booking class, flight  
4 distance, departure time, connection time, arrival time, departure date, arrival date,  
5 flight duration, number of distinct legs comprising a complete one-way itinerary,  
6 aircraft type, aircraft capacity.

1           14. Computer-readable code stored on media for conducting materialization  
2 forecasting with respect to group reservations made by a group coordinator for the  
3 potential purchase of perishable commodities, comprising:

4           first subprocesses for gathering past reservation information relating to past  
5 group reservations for perishable commodities that have already perished;

6           second subprocesses for gathering current reservation information relating to a  
7 current group reservation for perishable commodities that have not yet perished;

8 third subprocesses for comparing said past reservation information and said  
9 current reservation information;

10 fourth subprocesses for calculating the materialization level of said current group  
11 reservation based on said comparison; and

12 fifth subprocesses for outputting a materialization forecast result for said current  
13 group reservation based on said calculated materialization level.

15. The computer-readable code as set forth in claim 14, wherein said past  
reservation information includes historical commodity details regarding said past  
reservations.

16. The computer-readable code as set forth in claim 15, wherein said past  
reservation information further includes Point-of-Sale (POS) information pertaining to  
said past reservations.

17. The computer-readable code as set forth in claim 16, wherein said past  
reservation information further includes materialization information regarding said past  
reservations.

1 18. The computer-readable code as set forth in claim 17, wherein said past  
2 reservation information includes demographic information about group coordinators  
3 who made said past group reservations.

1 19. The computer-readable code as set forth in claim 18, wherein said  
2 demographic information includes one or more of the following pertaining to said group  
3 coordinators who made said past group reservations: age, sex, national origin,  
4 citizenship, country of residence, occupation, employer, annual income, education.

5 20. The computer-readable code as set forth in claim 19, wherein said current  
6 group reservation information further includes commodity details regarding said current  
7 group reservation.

8 21. The computer-readable code as set forth in claim 20, wherein said current  
9 group reservation information further includes POS information pertaining to said  
10 current reservations.

1 22. The computer-readable code as set forth in claim 21, wherein said current  
2 reservation information includes demographic information about a group coordinator  
3 making said current reservation.

1           23. The computer-readable code as set forth in claim 22, wherein said  
2 demographic information includes one or more of the following pertaining to said group  
3 coordinator making said current group reservation: age, sex, national origin,  
4 citizenship, country of residence, occupation, employer, annual income, education.

1           24. The computer-readable code as set forth in claim 23, wherein said  
2 perishable commodity comprises airline seats, and wherein said historical commodity  
3 details include information related to one or more of the following with respect to said  
4 airline seats: carrier name, flight origin, flight destination, booking class, flight  
5 distance, departure time, connection time, arrival time, departure date, arrival date,  
6 flight duration, number of distinct legs comprising a complete one-way itinerary,  
7 aircraft type, aircraft capacity.

1           25. The computer-readable code as set forth in claim 24, wherein said POS  
2 information includes one or more of the following: POS type, POS country, booking  
3 carrier, booking recency, change recency, fare code, number of passengers in said past  
4 group reservations, length of stay associated with the reservation, time between  
5 booking date and flight date, payment status.

1           26. The computer-readable code as set forth in claim 25, wherein said  
2 commodity details regarding said current group reservation include information related  
3 to one or more of the following: carrier name, flight origin, flight destination, booking  
4 class, flight distance, departure time, connection time, arrival time, departure date,  
5 arrival date, flight duration, number of distinct legs comprising a complete one-way  
6 itinerary, aircraft type, aircraft capacity.

007080-8682960